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Automotive News

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1.3 million new cars on hand

Stockpile rises to 66 days

By Jenny L. King
Staff Writer

Increasing production levels coupled with flat April sales left the domestic industry with a slightly bloated 66-day supply of new cars as of May 1, up dramatically from the spartan 44-day supply on hand April 1. It was an improvement over the year-ago 76-day level, however.

The industry had 1,348,836 new cars in its domestic stockpile May 1, compared with 1,236,074 a month earlier and 1,584,804 a year earlier. The bigger year-ago May 1 count represented a 76-day supply at the then-current selling rate.

Of the U. S. makers, only American Motors managed to trim its inventory in terms of days-supply figures from the April 1 level, although in raw numbers it had more cars on hand at the beginning of May than a month earlier. Volkswagen of America had slightly fewer cars in inventory the first of the month but a larger days-supply figure because of the slowed selling rate of Rabbits in April.

AMC had a 48-day supply on May 1, down from 49 days a month earlier. Eagles, with

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strong April sales, were down, while Spirit and Concord increased. VWoA jumped to 72 days from its month-earlier 44-day supply.

Chrysler Corp. watched its supply climb to 58½ days from 45 days. Imperial and Mirada were in heaviest supply; K-cars stayed at fighting weight, about 55 days combined average, but up from 35 days a month earlier.

Ford Motor Co. opened May with a 68-day stockpile, up considerably from 44 days the first of April. Ford's Thunderbird and its Mercury twin, XR-7, nearly tripled their days-supplies to over the 100-day mark while the corporation's other lines grew during the month but managed to stay at healthier levels.

General Motors presented a mixed bag of nameplate days-supplies as of May 1, with some of its best-sellers in heavy supply, perhaps in anticipation of a late-spring selling boom. The corporation's days-supply figure shot up to 67 days from just 39 days a month earlier.

GM, assisted by an extensive rebate program in March, enjoyed sales that month which brought its inventories to the 39-day level. Its April sales failed to show the same kind of growth. GM's total May 1 days-supply includes early-production J-cars not yet on sale.

The May 1 domestic inventory was divided this way: GM, 58.78 percent; Ford Motor Co., 24.38 percent; Chrysler Corp., 11.98 percent; VWoA, 2.86 percent, and AMC, 2.00 percent.

A month earlier, the new-car inventory was divided as follows: GM, 57.54 percent; Ford, 24.27 percent; Chrysler, 12.91 percent; VWoA, 3.18 percent, and AMC, 2.10 percent.

• By size class, three segments of the market were in much heavier supply May 1 while two—standard-size and luxury—were down slightly. The great disparity that has persisted, that is, an imbalance between numbers of smaller cars and big cars on hand, was smoothed out by May 1.

At the beginning of this month, the industry had a 78-

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Tricycle

Kit car for commuting

The three-wheeled XK-1 commuter vehicle, from Kobel Enterprises, San Antonio, has a top speed of 55 MPH and claims fuel economy of up to 50 MPG. The body kit comes as a preassembled unit with hinged canopy, buikheads and interior panels bonded in place, standard rear louver, integral wheel wells and air inlets for engine cooling. It uses parts from the Honda Civic and Toyota Celica. The vehicle can be registered in most states as a motorcycle, according to Kobel Enterprises.

No new rules, and no nit-picking, Lewis vows

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — If the auto industry needed any reassurance that the Reagan Administration is on its side in the battle against government regulations, Transportation Secretary Drew Lewis gave it straight last week.

Lewis told a House Government Operations subcommittee that he will not "nit-pick" the industry and "I don't see any regulations coming out of my department in the next four years."

This followed assurances that there would be further deregulation after more cost-benefit studies are completed. This, in turn, prompted a remark from California Rep. John Burton, who was chairing the hearing, that like the Red Queen in Alice in Wonderland, the Administration might be arriving at the verdict first and then looking at the evidence.

But Lewis, as head of the Auto Task Force which announced sweeping deregulation moves in April claiming no significant adverse safety or health effects, said the most important thing was the "spirit of letting the industry know we're here to work with them, not against them."

However, Lewis repeated that there will be "no more Chryslers." Pressed to comment on a recent article recommending a merger of Ford and Chrysler (authored by the former head of the Chrysler Loan Guarantee Board and a staffer for the Senate Banking Committee), Lewis refused comment although he said he could look into it and give advice if requested by the companies.

In general, the Administration position remains the same — no bailouts, no special help aimed directly at the auto industry like refundable tax credits or special depreciation or tax credits for buying domestic cars. Lewis admitted, however, that 10-5-3 depreciation schedule was of limited help to the industry and still under consideration is a proposal to allow longer carryforward and carryback provisions to help companies that are losing—not making—money.

The thrust is still on improvement in the total economy, on getting high interest down. It was admitted that deregulation helps imports as well as domestics and that car prices may rise, but it was also asserted that consumers will benefit because the companies have said they will pass along savings from deregulation to the marketplace.

As for wage and price restraints, that is up to the companies and the union.

breaking news

DeLorean to realign

NEW YORK.—DeLorean Motor Co. plans to organize its auto-making operations under a new corporation to be named DeLorean Motor Holding Co. The new firm plans to offer shares to the public for cash and to offer shares in exchange for shares in DeLorean Motor Co. held by DeLorean dealers. It will also offer shares and notes in exchange for certain limited partnership interests in a partnership that owns technology related to the DeLorean auto.

Support for IH

CHICAGO.—International Harvester said last week that lenders accounting for about 90 percent of the funds involved in forming new $3.4 billion revolving credit facilities have approved in principle their participation.

See BREAKING NEWS, Page 8, Col. 1

Service Index climbs to high point for year

By Francis J. Gawronski
Service Editor

With three of the five indicators registering good increases and the other two just missing the plus side, new-car dealers' service and parts business rebounded in March to make its best showing of the year.

As measured by the Automotive News Service Index, March service and parts business amounted to 104.9 percent of the volume in the same month a year ago.

In February, dealers' shop volume dipped to 96.5 percent of the service and parts business recorded the year before.

March's showing was the best since December, 1979, when the Service Index showed service and parts business during that month was 108.6 of the volume done in the like month of 1978.

The leading indicator among the three showing increases in March was gross profit on all labor, parts and F&A sales — the most important factor from the dealers' viewpoint. This indicator was up 8.9 percent above the profit registered in the same month a year ago.

Total labor sales, both customer-paid and warranty, increased 7.1 percent, while sales of all parts and accessories in March topped the total from last year by 6.0 percent.

Indicators on the down side were shop parts sales, those used in the dealer's shops on both customer-paid and warranty jobs, down 0.5 percent, and repair orders written, down 1.6 percent. Repair orders in March made their best showing since July, 1980, when the volume was 0.8 percent below the year-ago orders.

However, March marked the 14th consecutive month that repair orders written in the nation's new-car dealerships failed to show a gain over the like month the year before.

Figures used in the Service Index are averages compiled from reports on backshop operations from a cross-section of the nation's new-car dealerships.

The March upturn also brought a rise in the figures for the first three months of the year. The Service Index showed that the volume for this period amounted to 101.3 percent of the business done in the corresponding period a year ago. The two-month index amounted to 99.4 percent.

For the three-month period, gross profits was the top indicator with an increase of 7.0 percent, followed by sales of all parts and accessories, up 5.2 percent. Shop parts sales were up 1.2 percent.

On the down side for the first three months, repair orders dipped 9.7 percent and labor sales declined 0.2 percent.

SERVICE INDEX
104.9*

	Mar., '81 vs. Mar., '80	3 mos., '81 vs. 3 mos., '80
Gross Profit on All Labor and P&A Sales	+ 8.9%	+ 7.0%
Repair Orders Written	— 1.6%	— [illegible]
Total Labor Sales (Customer & Warranty)	+ 7.1%	— 0.2%
Shop Parts Sales (Customer & Warranty)	— 0.5%	+ 1.2%
Sales of All P&A	+ 6.0%	+ 5.2%

*—Survey by Automotive News shows that dealers' service and parts business in March, 1981, was 104.9 percent of business in March, 1980. Service business in the three months of 1981 was 101.3 percent of business in the corresponding period in 1980.

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truck industry news

Gains achieved in all three market segments

April sales highest since last July

April sales of new trucks in the U. S. were up 4.2 percent over a year ago, marking the first time since February 1979 that the monthly domestic total was higher than that for the corresponding month the previous year.

During the month, according to preliminary reports, franchised dealers and factory outlets retailed an estimated 211,536 units, compared with 202,969 a year ago.

The April count also was the highest for any month since last July, when 233,687 units were sold.

Sales for the first four months, however, were off 14.6 percent from a year ago. The total through April was 778,846 units, compared with 912,003 in the same period in 1980.

There were increases in all three market segments in April, with light trucks achieving the largest unit gains and the big trucks scoring the greatest percentage improvement.

Retailers sold 186,070 light vehicles during the month, including the non-captive imported pickups, an increase of 2.8 percent over last year's 181,033.

Medium-truck sales were 16.7 percent higher than a year ago, rising from 7,577 units in 1980 to 8,841. Heavies sold during the month totaled 16,625, an increase of 15.8 percent over the year-ago 14,359.

Sales of the imported compact pickups, which have been hurting since the increase in the tariff last year, were down slightly in April from a year ago.

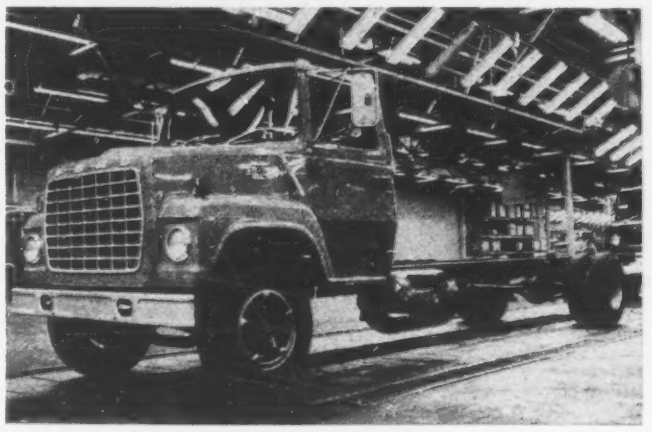
Dealers retailed 41,882 of these vehicles during the month, off 0.09 percent from the year-earlier 41,921. But sales of the non-captive units—Toyota, Datsun and Mazda—were up 1.6 percent, from 20,862 a year ago to 21,190.

For the four months, sales of the compacts were down 11.2 percent from the corresponding period in 1980. The total was 170,211, compared with 191,789 last year. The non-captives were off 7.3 percent, from 95,469 to 88,532.

Four-month sales were down from a year ago in all three market segments.

The light-truck total through April was 695,766, off 15 percent from last year's 818,343. Mediums were down 14.4 percent,

Continued on Page 56, Col. 4



Propane-powered Ford rolls off line

The first Ford truck built with a complete factory-installed propane or LPG fuel system rolls off the line at Ford's Kentucky Truck Plant. The 59-gallon LPG tank is mounted to the frame of an LN-600 directly behind the cab. The system is available on all Ford gas-powered medium and heavy trucks.

Volvo eyes assembly of its trucks in the U.S.

DETROIT.—Volvo and White trucks could be assembled in the same U. S. plant if White Motor Corp. and AB Volvo of Sweden can complete the proposed sale of White's truck-manufacturing operations to the Swedish builder of cars, trucks and buses.

When the two companies announced preliminary agreement on the acquisition, Sten Langenius, Volvo Truck Corp. president, called White's New River Valley (Va.) facility one of the most modern truck-assembly plants in the U. S., and added:

"In addition to being well-suited for manufacture of White trucks, it would make a fine facility for assembly in the U. S. of Volvo trucks."

Volvo's Class 6, 7 and 8 trucks sold in the U. S. now are imported from Sweden and distributed by Freightliner Corp. through its nationwide dealer network.

Volvo's move to acquire White's truck-building facilities followed a bid by Daimler-Benz AG of West Germany to purchase Freightliner Corp. from Consolidated Freightways, Inc.

Daimler-Benz and Consolidated Freightways earlier this month signed a contract finaliz-

Continued on Page 58, Col. 4

Calif. certifies IH's 9.0-liter mid-range diesel

CHICAGO. — The California Air Resources Board (CARB) has certified the International 9.0-liter diesel engine for use on that state's highways.

The mid-range diesel, in a 175 HP version, met CARB's rigorous emission standards of six grams per-brake horsepower-hour, or less, of nitrous-oxide and carbon-monoxide in a 125-hour emission test, according to A. A. Ambrosini, product marketing manager, for International Harvester's Engine Division.

The engine previously had met all federal standards, which demand a total of 10 or less grams per brake horsepower-hour of the two basic air-pollution emissions, and has been available in the other 49 states for more than a year.

Ambrosini said the California engine design incorporates modifications in the fuel-injection system and timing to meet the CARB standards.

The 9.0-liter diesel is designed primarily for city and suburban pickup and delivery service, with its heavy traffic, start-and-stop, low mileage, and high idling time characteristics.

"This engine has found particularly strong acceptance among such vocations as parcel delivery, beverage and grocery route operators, refuse collection, and similar applications," said George D. Aravosis, Engine Division marketing vice president.

The engine also is available in 165 and 180 HP configurations for 49-state use, and features a regrindable, forged steel crankshaft, a highly sophisticated fuel-injection system, cross-bolting of main bearing caps for greater bottom-end strength and rigidity, and other design features normally found only in big-bore diesel engines.

Ford's big trucks get factory-installed LPG

DEARBORN. — Medium and heavy Ford trucks are now available with a complete factory-engineered and installed liquid petroleum gas fuel system. Previously, trucks with an LPG power plant had to be sent to a modification center for installation of the fuel tank.

James A. Capolongo, general manager, Ford Truck Operations, cited these advantages for propane: There's an ample supply in North America, the cost is about a third less than diesel fuel or gasoline, and the LPG system costs about 70 to 80 percent less than a typical mid-range diesel engine.

"Small fleet operators or rural users, the truckers who drive about 15,000 miles or less a year and buy their fuel in bulk, will be the largest beneficiaries of the LPG fuel system," he said. "This group represents a large chunk of the medium/heavy-truck business."

With the addition of a factory-installed 59-gallon LPG tank, Capolongo said, Ford will be able to deliver complete, ready-to-roll, LPG-powered units direct from the assembly plant in Kentucky.

Besides the special pressurized tank, LPG units differ in several ways from conventional gasoline-powered trucks.

• Ford-built Lima 370 and 429-cubic-inch gasoline engines include a unique distributor, design changes to the intake manifold, hard-faced alloy valve-seat inserts, low-temperature thermostats and special piston rings for better seating.

"Because propane vaporizes at atmospheric pressure, a simple mixing device replaces the conventional carburetor," Copolongo said. "With the fuel under pressure within the sealed system, the need for a fuel pump is eliminated.

"In addition," he continued, "LPG's inherent clean-burning characteristics eliminate the need for emissions-control equipment and reduce maintenance costs.

"Clean burning also reduces carbon deposits, engine-oil contamination and spark-plug deposits," he said. "Maintenance costs are reduced further by the relative simplicity of the LPG's carburetion and fuel-flow system."

Ford has been building LPG engines since the mid-1960s on a special-order basis. The availability of the factory-installed tank eliminates the customer-modification requirement.

To help customers determine which fuel is best for their needs—LPG, diesel or gasoline—Ford's computerized Value Analysis program has been modified to examine the benefits of all three fuels.

A description of the customer's duty-cycle is phoned to a Dearborn computer for an analysis of the after-tax annual cost savings, cash flow, payback period and the return on investment which can be expected with each fuel.

'Fine tuning' helps Paystars get Wisconsin job done

How mixers meet stiff weight law

MADISON, Wis. — Because of proper planning and setup of its trucks, Wingra Redi-Mix, Madison, is able to operate 72,500-pound GVW concrete mixer trucks within that state's complex and strictly enforced truck weight limits.

Wisconsin law specifies a maximum of 73,000 pounds for straight trucks, and Wingra's five new International Paystar 5000 concrete mixers come in at 72,500 pounds when fully loaded.

Wisconsin's bridge laws include complex formulas to determine distances between front and rear axles, then specify how weight is to be distributed on auxiliary/quad rear axles — pusher, tag or air-bag actuated auxiliary axles.

Working with East Side International Corp., International truck dealer in Madison, Wingra set up the Paystar trucks with two air-bag actuated auxiliary axles, properly spaced in front of, and behind, the tandem rear axle, to meet Wisconsin formulas for carrying loads on state highways.

As a result, the Wingra units can operate 500 pounds under the limit, said Rush Watson, Wingra sales and production manager. When loading in the Wingra yards, the Paystar 5000 auxiliary axles are lifted and the trucks are driven on high-floation "super single" tires.

The auxiliary axles are dropped for movement on the highways to construction sites. Once at the job, the auxiliaries are lifted again and concrete delivered from 10-cubic-yard concrete mixers. When running empty, the trucks operate with the auxiliaries lifted to minimize tire wear.

• Watson said the Paystar mixers are equipped with 335-HP diesel engines and eight-speed (dual range) transmissions.

"Some people say a concrete mixer with the 10-yard drum turning in transit is running the engine and drive train at about three times the miles that show on the speedometer," Watson said. "Yet these International trucks get almost 5 MPG with an average local haul of 10 miles."

At the Wingra Redi-Mix plant a few miles south of Madison, the mixers take on their 10-yard load of concrete and 125 gallons of water to maintain consistency and spray down the equipment after the wet cement has been poured.

Moving across town and pouring for construction requires close supervision, and continued

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Auxiliary axles 'at rest'

Once on the construction site, the auxiliary axles of this International Paystar concrete mixer are lifted, and the truck maneuvers to proper pouring position on its high-flotation "super single" tires.

Kennard sets targets for J-car

Cimarron: Cadillac import fighter

By Jim Plegue
Staff Writer

MILFORD, Mich. — "A new kind of Cadillac for a new kind of Cadillac buyer," is how Edward Kennard, Cadillac general manager, described his division's new J-body car, the Cimarron, at the national press preview here.

But it also represents a new kind of challenge to Cadillac dealers, long accustomed to selling large luxury cars to traditional Cadillac buyers.

The Cimarron, which debuts May 21 at 242 select Cadillac dealerships, is aimed directly at the upscale import buyer, the young and affluent customer who normally would purchase a BMW 320i, an Audi or a Datsun 810 Maxima.

It's an entirely new market for Cadillac and its dealers, which might explain why officials were somewhat reluctant to issue solid sales targets.

"We're not starting with a predetermined number," Kennard said.

Kennard said Cadillac can build about 15,000 Cimarrons through the '81 model year. Cimarrons are assembled at the Southgate (Calif.) plant, where Cadillac currently receives about 11 percent of total production it shares with Chevrolet and its J-car, the Cavalier.

By the end of July, Kennard said, Cimarron output will be boosted to about 50 percent of total Southgate output, or about 4,000 to 4,500 cars per month. A second shift may be added at Southgate in October.

Cimarron is available only as a four-door sedan, in one well-equipped model. Standard drive-train is a 1.8-liter four-cylinder engine and four-speed manual transmission. An automatic three-speed transmission with lock-up torque converter is optional.

Kennard said Cadillac may eventually replace the 1.8-liter engine with a 2.0-liter powerplant equipped with throttle-body fuel injection, and that a diesel engine — either turbocharged or supercharged — may be added as an option.

• Kennard said each Cimarron dealer will have two cars on introduction day. The 242-member Cimarron dealer body is comprised of single-line Cadillac dealers and some duals who are not offering a car equal in size or smaller than GM's X-body compact. They are large dealers, accounting for 60 percent of Cadillac's annual sales volume.

Another, 1,300 Cadillac dealers will receive the Cimarron franchise at the start of the '82 model year, according to Chuck Chynoweth, assistant general sales manager-East for Cadillac. Chynoweth said a small number of Cadillac dealers, including some single-line dealers, have elected not to accept the Cimarron franchise because they feel the car is not marketable in their areas.

Kennard said public acceptance of Cimarron "depends on the kind of job our dealers and our salesmen do in explaining the car to customers."

To that end, Kennard said Cadillac is conducting an "extensive" sales/service training program for Cimarron, and that 1,300 of the 1,600 Cadillac dealers have already opted to buy the sales/service tools and participate in the training.

Initially, Kennard said, Cadillac is building 90 percent of its Cimarrons with automatic transmissions, but the division is encouraging dealers to have at least one manual transmission model on the showroom floor.

"We think the dealer will take care of his oldtime customers first," he said, referring to existing Cadillac owners looking for a second car with an automatic transmission. "We believe that's where the first demand is."

But when the Cimarron sales push begins this summer, Kennard said he expects 50 percent of Cimarron sales to be conquest sales, mostly from potential import buyers. Average age of the Cimarron buyer is expected to be 35 to 40, as opposed to mid-50s for the traditional Cadillac customer.

Cadillac has no plans to build Cimarron in other countries, Kennard said. He added that engineering work for export versions has not been done, though there is desire by overseas franchises to sell the car.

Weight cutters have busy time on Cimarron

MILFORD, Mich. — Weight-saver engineers at General Motors pulled all the stops when it came to getting the weight out of Cadillac's new little car, the Cimarron.

"The content of the car is so high weight is a critical thing," said Robert J. Templin, Cadillac's chief engineer.

Even the front armrests had to go and that popular item was something that had become synonymous with luxury and a standard in plush cars. One story making the rounds is that with the armrest Cimarron missed its EPA inertia weight category by 0.7 kilograms.

Templin said every item in the car was important as efforts were made to keep weight as low as possible while retaining Cadillac's luxury.

Everything used selectively on any of the J-car versions is 100 percent on Cimarron, Templin told Automotive News.

Those J-car weight-savers used selectively on various Chevrolet and Pontiac versions, include aluminum wheels, hoods and deck lids.

Of course, it takes an exception to prove any rule and the 100 percent rule with Cimarron can bend a little.

When the car is ordered with a luggage rack, the deck lid is of steel. Aluminum tends to flutter when the luggage rack is attached, so steel is used, Templin said.

Runs by burning gaseous methanol

The six-cylinder pancake M 407 hGO engine burns gaseous methanol, with heat for evaporation recuperated from the cooling and exhaust systems. It delivers 200 HP at 2,200 RPM from a displacement of 11.4 liters, giving the Mercedes-Benz bus equal performance with a diesel engine of the same size.

In Mercedes-Benz test

Diesel engine changed to methanol

STUTTGART. — Mercedes-Benz is demonstrating a new type of methanol-gas engine in a city bus, using fuel about 10 percent more efficiently than previous methanol-burning spark-ignition engines.

This engine is based on a production-type diesel engine, converted to spark ignition.

Methanol evaporates at temperatures as low as 65°C (149°F), and this fact gave rise to the idea of burning evaporated fuel (gasified methanol) in a diesel-type engine, with high compression, so as to obtain some of the diesel engine's advantages.

The energy required for evaporation is derived from the engine heat, which normally is dissipated via the radiator and the exhaust system to the environment, without being used. Even more energy is saved because the fan consumes less power than that of a diesel engine.

Depending on the engine temperature, one of three different energy sources is used for evaporating the alcohol in the Mercedes-Benz methanol-powered bus. For cold-starting, the required heat is supplied by the heater unit for the bus's passenger compartment which also runs on methanol.

Even at temperatures as low as —20°C (—4°F), pure alcohol can be used without any one of the cold-starting additives usually required. Warming up only takes a few minutes.

During the warmup period, a heat exchanger extracts the necessary energy from the exhaust gas in the exhaust pipe. This also happens when the heat dissipated by the engine cooling water is required for heating the passenger compartment.

When the engine has warmed up, the heat required for evaporation is extracted from the engine's coolant.

The new alcohol-gas engine is based on the M 407 hG, a gas engine developed by Daimler-Benz some time ago from a six-cylinder diesel engine. It was designed for natural gas, propane or butane.

Several components from the original diesel engine, such as the pistons, cylinder heads, valves and the exhaust manifold, as well as the combustion chambers have been redesigned for gaseous fuels, with spark ignition.

The ignition unit has also been adapted to allow combustion of gaseous methanol. Its output is similar to that of the diesel engine.

Combustion does not produce any smoke and is particularly quiet over the whole engine speed range. Due to the gas engine principle, emission levels are very low.

In contrast to conventional methanol-powered vehicles, the new engine does not need an exhaust gas catalyst.

In Predicasts' forecast of 15-year world market

U. S. projected as No. 1 car maker through 1995

CLEVELAND.—The U. S. will regain its position as the world's largest vehicle producer and will continue to be the largest market for motor vehicles during the next 15 years, according to Predicasts, Inc., the market research firm here.

Although the U. S. was overtaken in vehicle production during 1980 by Japan, Predicasts projects a relative strengthening of the U. S. against Japan in vehicle output during the 15-year period.

It forecasts imported vehicles will comprise only 15 percent of the U. S. market by 1995, chiefly because of fuel-efficient cars that are being developed by domestic makers.

The U. S. will take a smaller share of the world market by 1995—26 percent, compared with the 36-percent share during the 1976-78 study period, Predicasts says.

But its population, economic maturity and sophisticated road network will keep the U. S. as the world's biggest car buyer.

As an exporter, Predicasts projects the U. S. will fall from fifth position to seventh by 1995, overtaken by the U.S.S.R. and Brazil, the latter to become a major Latin American supplier because of its alcohol-car program.

• Predicasts expects Japan to remain the biggest exporter, with more than 6 million vehicles shipped out in 1995. But a sluggish world economy, uncertain oil situation and competition from fuel-efficient U. S. cars will all be barriers.

"The low wages, inexpensive raw materials, extremely favorable exchange rates and other factors responsible for the earlier phenomenal growth in Japanese exports are now gone," Predicasts says in its 162-page report, World Motor Vehicles.

It expects the U. S. will become the site of many foreign firms' vehicle manufacturing operations. The Germans and Japanese are expected to be the most likely, because of the strength of their currencies relative to the dollar.

Meanwhile, European firms are expected to continue to seek joint ventures to defray capital investments. There will be fewer but larger firms building vehicles, Predicasts says.

Although the world cars being brought out by Ford Motor Co. and General Motors are meant to capitalize on economies of scale, their cost advantage is sliced by their cost of development, Predicasts says.

LEADING VEHICLE PRODUCERS & EXPORTERS

(000 omitted)

PRODUCERS

1976/78		1995	
U. S.	12,367	U. S.	16,600
Japan	8,542	Japan	14,075
W. Germany	4,054	W. Germany	5,335
France	3,473	France	5,020
U.S.S.R.	2,088	U.S.S.R.	4,770
Canada	1,745	Brazil	3,680
U. K.	1,676	Canada	3,170
Italy	1,611	Spain	2,495
Spain	1,047	Italy	2,415
Brazil	989	U K.	2,105

EXPORTERS

1976/78		1995	
Japan	4,221	Japan	6,221
France	2,218	France	2,990
W. Germany	2,018	W. Germany	2,750
Canada	1,277	Canada	2,280
U. S.	912	Brazil	1,685
Italy	724	U.S.S.R.	1,490
U. K.	653	U. S.	1,300
U.S.S.R.	418	Italy	1,195
Spain	308	Spain	1,195
Belgium-Lux.	256	U. K.	900

Source: Predicasts, Inc., Cleveland

5 branch managers appointed by GMAC

NEW YORK.—General Motors Acceptance Corp. has appointed five branch managers. They are:

Dillard C. Robison, Springfield, Mo.; Don E. Echols, East Birmingham, Ala.; Ronald L. Johnson, Maywood, Ill.; Billy L. Peters, Greenwood, Miss., and Jimmy A. Tilger, Waco, Tex.

Chrysler and AMC improve share

Registrations skid to 62-month low

U. S. new-car registrations in January slumped to a 62-month low, according to figures compiled by R. L. Polk & Co.

The tally was 636,488, the lowest monthly total reported since November, 1975, when the count was 632,639.

The January total compared with 710,821 a month earlier and 753,106 a year earlier. It was the smallest tally recorded for a January since 1975, when the figure was 570,392.

In the 62 months since November, 1975, there have been only three months to show fewer than 700,000 registrations. January, 1981, was one of them. January and February, 1976, were the other two.

Chrysler Corp. and imports improved their market shares in January, as compared with the year-earlier month. Chrysler rose 2.30 percentage points to a share of 9.10 percent. Imports were up 0.38 points to 27.38 percent.

Chrysler's market share was the best compiled by that corporation since November, 1979.

Imports' market share was the highest recorded since last September.

• Ford Motor Co.'s market share in January declined 0.09 percentage points to 17.55 percent. American Motors had an identical loss of 0.09 points, settling to 1.80 percent.

The big loser was General Motors, which fell 2.49 points to 44.14 percent. It was GM's shallowest penetration since September, 1977.

Market share table, Page 44

Although both Ford and AMC saw shares eroded from year-earlier levels, both held above their month-earlier figures.

Excluding imports, domestic-only new-car registration shares in January were: GM, 60.78 percent; Ford Motor, 24.17 percent; Chrysler Corp., 12.52 percent; AMC, 2.49 percent, and miscellaneous domestic, 0.04 percent.

A year earlier, domestic-only registration shares were: GM, 63.90 percent; Ford Motor, 24.14 percent; Chrysler Corp., 9.31 percent; AMC, 2.59 percent, and miscellaneous, 0.06 percent.

By market segment, smaller cars and imports demonstrated the greatest strength. As compared with year-earlier shares, subcompacts increased their share 2.89 points to 15.11 percent and compacts rose 0.57 points to 21.10 percent. Imports were up 0.54 points to 27.38 percent.

Luxury cars saw their share trimmed by 1.05 percentage points to 4.71 percent. Intermediates were off 1.22 points to 20.01 percent. Standard cars fell 1.73 points to 11.69 percent.

• The top 20 domestic nameplates in January registrations were:

1	Chevrolet Chevette	27,098
2	Chevrolet Citation	24,412
3	Ford Escort	23,238
4	Olds Cutlass Supreme	18,153
5	Ford Fairmont	18,127
6	Chevrolet Malibu	17,453
7	Standard Chevrolet	16,330
8	Olds Cutlass	15,259
9	Standard Oldsmobile	15,217
10	Buick [illegible]	14,395
11	Buick [illegible]ark	13,786
12	Ford Mustang	13,095
13	Chevrolet Monte Carlo	12,107
14	Plymou[illegible] Reliant	11,624
15	Buick Century	10,110
16	Standard Buick	10,066
17	Cadillac	9,919
18	Plymouth Horizon	9,543
19	Dodge Aries	9,316
20	Pontiac Grand Prix	8,952

Horizon joined the Top 20 in January, ousting standard Ford.

Chevette, as the best-seller, succeeded Citation, which had held the No. 1 spot a month earlier. Chevette had ranked first two months earlier.

GMAC income climbs 67 pct. in first quarter

NEW YORK. — General Motors Acceptance Corp. said its first quarter consolidated net income rose 67.1 percent to $64.5 million from $38.6 million last year.

Retail and lease receivable acquired in the period were up 21 percent to $5.8 billion from $4.8 billion in the year-ago period, the financing unit of General Motors said.

Total retail and lease receivables outstanding at the end of the period were $26.9 billion, up 12.1 percent from $24.0 billion at March 31, 1980.

Wholesale receivables outstanding, primarily GM dealer floor planning, were off 12.8 percent to $8.9 billion at March 31 compared with $10.2 billion one year earlier.

GMAC said income from finance operations rose 88.1 percent to $50.6 million from $26.9 million in the January-March period last year.

Income from insurance operations rose 18.8 percent to $13.9 million from $11.7 million a year earlier.

Robert F. Murphy, GMAC president, said the improvement in financing income and retail and lease receivables outstanding "primarily reflects the withdrawal by many banks from automotive financing in the United States."

In the January-March period, GMAC financed about 25 percent of all new passenger cars sold by GM dealers. The normal penetration is generally closer to 20 percent.

35 years for Dyer

DYER, Ind.—Dyer Auto Auction observed its 35th anniversary May 15. A birthday luncheon was served at that day's sale, and $2,150 in cash prizes were given away.

AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R. L. Polk & Co. statistical report

JANUARY '81 vs. JANUARY '80

	1981 Jan.	1980 Jan.
AMC Spirit	2,925	4,433
Concord	3,264	4,558
Concord Sta Wgn	1,481	1,533
Eagle 4 WD	788	1,458
Eagle Sta Wgn	1,471	1,845
Eagle SX4 4 WD	1,555	
Pacer		123
Pacer Sta Wgn		284
TOTAL AMC	11,484	14,234
Chrysler Le Baron	4,187	4,453
Le Baron Sta Wgn	827	649
Cordoba	3,114	4,228
Newport	818	1,331
New Yorker	1,038	1,900
Imperial	476	
Total	10,460	12,561
Horizon	9,543	10,907
Reliant	8,500	
Reliant Sta Wgn	3,124	
Volare	1,556	5,571
Volare Sta Wgn	335	1,511
Gran Fury	456	400
Total	23,514	18,389
Omni	7,803	8,738
Aries	6,718	
Aries Sta Wgn	2,598	
Aspen	1,214	4,871
Aspen Sta Wgn	297	1,246
Diplomat	2,467	1,940
Diplomat Sta Wgn	523	342
Mirada	1,707	2,037
St. Regis	584	1,055
Total	23,911	20,229
Total Chrysler Corp.	57,885	51,179
Escort	14,130	
Escort Sta Wgn	9,107	
EXP	1	
Pinto	2,532	9,928
Pinto Sta Wgn	833	3,183
Fairmont	13,897	18,581
Fairmont Sta Wgn	4,230	5,348
Granada	7,724	7,513
LTD II		645
LTD	3,727	9,384
LTD Crn Victoria	3,098	1,754
Ford Sta Wgn	1,538	2,846
Mustang	13,095	19,450
Thunderbird	6,753	13,793
Total	80,665	92,425
Lincoln Town Car	2,110	3,616
Cont Mark	2,454	5,117
Versailles		669
Total	4,564	9,402
Mercury Lynx	4,213	
Lynx Sta Wgn	2,603	
LN7		
Bobcat	591	2,233
Bobcat Sta Wgn	133	550
Zephyr	4,699	5,940
Zephyr Sta Wgn	1,058	1,197
'81 Cougar/Monarch	3,125	3,148
Marquis	556	1,531
Marquis Brougham	987	1,395
Grand Marquis	1,719	1,941
Marquis Sta Wgn	531	831
XR7	2,565	6,751
Capri	3,720	5,540
Total	26,500	31,057
Linc Merc Div. Total	31,064	40,459
Total Ford Motor Co.	111,729	132,884
Buick Skyhawk		950
Skylark	13,786	12,723
Century	9,008	7,851
Regal	14,395	15,063
Century Sta Wgn	1,102	1,484
Le Sabre	1,688	2,003
Le Sabre Limited	3,239	5,297
Electra 225	4,370	6,166
Buick Sta Wgn	769	1,008
Riviera	3,250	3,837
Total	51,607	56,382
Buick Div. Total	51,607	56,382
Cadillac de Ville	7,120	11,741
Cimarron		
Fleetwood & Chassis	2,799	3,287
Eldorado	4,235	4,510
Seville	2,487	4,350
Total	16,641	23,888
Chevrolet Chevette	27,098	31,752
Camaro	6,185	10,904
Monza	6,579	10,481
Cavalier		
Cavalier Sta Wgn		
Citation	24,412	30,714
Malibu	13,261	15,838
Malibu Sta Wgn	4,192	5,520
Monte Carlo	12,107	15,171
Impala	4,586	9,434
Caprice	7,960	14,611
Chevrolet Sta Wgn	3,784	6,711
Corvette	2,347	2,818
Total	112,511	153,954
Oldsmobile Starfire		1,106
Omega	6,464	5,260
Cutlass Salon	13,053	11,823
Cut. Supr/Calais	18,153	20,496
Cutlass Sta Wgn	2,206	2,506
Delta 88	994	1,695
Delta 88 Royale	8,237	9,478
98	5,986	6,385
Oldsmobile Sta Wgn	1,183	2,110
Toronado	2,717	3,406
Total	58,993	64,265
Pontiac T1000		
Sunbird	8,098	7,525
J2000		
J2000 Sta Wgn		
Phoenix	6,773	7,457
LeMans	4,386	4,949
LeMans Sta Wgn	1,655	2,379
Catalina	723	1,441
Bonneville	3,293	4,616
Bonne. Brougham	2,560	3,553
Pontiac Sta Wgn	693	1,474
Grand Prix	8,952	10,901
Firebird	4,070	8,397
Total	41,203	52,692
TOTAL GM CORP.	280,955	351,181
(Checker)	168	280
Misc. Domestic	193	326
Domestic Station Wagon Total	46,273	44,707
Domestic Grand Total	462,246	549,804
Import Total	174,242	203,302
Grand Total All Registrations	636,488	753,106

Registrations not available for Oklahoma, delayed for Maine, New Hampshire and Hawaii.

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To Presidential Task Force

NADA suggests list of regulations to kill

WASHINGTON. — NADA has submitted a series of further recommendations for regulatory relief to franchised dealers to the Presidential Task Force on Regulatory Relief.

The NADA recommendations were supplemental to a list of 13 regulatory issues submitted to DOT Secretary Drew Lewis on Feb. 24.

On regulatory issues, NADA made the following recommendations:

1. The FTC used-car rule, as approved in concept, continues to be unnecessary and unworkable, particularly provisions for disclosure of "known defects in components of major systems."

2. Provisions of the proposed FTC credit practices rule, which require "fair market retail value" of repossessed collateral to be credited to satisfy the outstanding debt should be withdrawn.

3. The NHTSA passive-restraint standard should be eliminated.

4. EPA hazardous waste regulations should be amended to establish exclusionary limits which exempt small business concerns such as franchised dealers.

5. The NHTSA proposal for crashworthiness rating should be withdrawn.

6. The OSHA lead standard should be amended to replace blood testing with a more economical and less intrusive test to eliminate costly work practice and engineering control compliance standards.

The NADA submission is part of a continuing effort to work with the Administration to "free the industry from the stranglehold of federal regulation."

"We are encouraged by Administration efforts to ease regulation, but feel that much more need be done to provide truly significant relief to both franchised dealers and consumers," NADA said.

EPA rule change helps dealers of high-altitude cars

WASHINGTON.—Car dealers in higher-altitude areas of the country are going to get a break from the EPA.

Under a ruling issued last week, they will be allowed to sell vehicles that meet high-altitude requirements for 1982-83 to all customers, not just to those who will use the vehicles in high-altitude areas.

The change will benefit primarily those dealers in the "fringe elevations" who sell to customers in both high and low altitudes. Previously, EPA had banned the sale of high-altitude cars to low-altitude customers because the use of such vehicles at lower altitudes causes substantial increases in NOx emissions, a major component of smog.

As a result of the rule change, "fringe-elevation" dealers will no longer need to stock both high- and low-altitude vehicles.

Ford Motor Co. had petitioned EPA for the rule change, saying the ban was an unwarranted hardship, particularly in the present economic atmosphere.

Given that relatively few of these types of sales occur, the economic hardship the regulations had imposed on "fringe-elevation" dealers and the limited impact that the regulation had on air quality, EPA decided to change its rule, effective immediately.

Japanese ship fewer autos to U.S. and Europe

TOKYO.—Despite lower shipments to the U. S. and Europe, exports of automobiles from Japan reached a record high in March.

The Japanese Automobile Manufacturers Assn. said exports for the month totaled 536,411, including 334,720 passenger cars, 193,207 trucks and 8,484 buses.

Passenger-car shipments to the U. S. numbered 127,699, down 24.7 percent from the year-earlier total. Shipments to Europe fell 4.5 percent.

Shipments to developing nations around the world made up for losses in the U. S. and Europe.

Exports to South America were up 93.1 percent; to Africa, 82.5 percent, and to Southeast Asia, 42.0 percent.

NEW-CAR MARKET SHARES IN U. S.

JANUARY

	Regis., Jan., 1981	Percent Share of Market	Regis., Jan., 1980	Percent Share of Market	Pct. Pt. Change '81 vs. '80
Chevrolet	112,511	17.68	153,954	20.44	— 2.76
Ford	80,665	12.67	92,425	12.27	+ 0.40
Oldsmobile	58,993	9.27	64,265	8.53	+ 0.74
Buick	51,607	8.11	56,382	7.49	+ 0.62
Pontiac	41,203	6.47	52,692	7.00	— 0.53
Mercury	26,500	4.16	31,057	4.12	+ 0.04
Dodge	23,911	3.76	20,229	2.69	+ 1.07
Plymouth	23,514	3.70	18,389	2.44	+ 1.26
Cadillac	16,641	2.61	23,888	3.17	— 0.56
AMC	11,484	1.80	14,234	1.89	— 0.09
Chrysler	10,460	1.64	12,561	1.67	— 0.03
Lincoln	4,564	0.72	9,402	1.25	— 0.53
GENERAL MOTORS	280,955	44.14	351,181	46.63	— 2.49
FORD MOTOR CO.	111,729	17.55	132,884	17.64	— 0.09
CHRYSLER CORP.	57,885	9.10	51,179	6.80	+ 2.30
AMERICAN MOTORS	11,484	1.80	14,234	1.89	— 0.09
IMPORTS	174,242	27.38	203,302	27.00	+ 0.38
MISCELLANEOUS	193	0.03	326	0.04	— 0.01
TOTAL	636,488		753,106		

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. Registrations not available for Oklahoma, delayed for Maine, New Hampshire and Hawaii.

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letterbox

Continued from Page 10

injury is indeed material and whether it was inflicted by less-than-fair-value pricing will be raised at that time. The investigation and the arguments presented during the final injury determination will be more rigorous than in the preliminary ITC investigation.

With respect to the data concerning the decline in commercial shipments by U. S. trailer axle manufacturers, it is incorrect to imply that the ITC found that this decline was due to the imported axles. Specifically, for example, the ITC staff reported that "the decline in demand for truck/trailers has been a major factor contributing to the sharply curtailed shipments of domestic trailer axles" and that ". . . the large decline (in trailer axle shipments) is largely attributable to a 'depression' in the truck/trailer market." 1980 was an abnormally poor year for the trailer industry and the transportation industry as a whole.

The 1980 sales of Hungarian-made trailer axles represents less than 5 percent of the domestic trailer axle consumption in a normal production year, and any impact of these sales on the 1980 performance of the domestic trailer axle industry has certainly been overwhelmed by the impact of the 45-percent reduction in trailer sales suffered from 1978 to 1980. — **James C. Pruneski,** General Manager, Brake Divison, Eaton Corp., Galesburg, Mich.

Used car sales
Auction Averages

May to date	$4,351
Month ago	$4,068
Year ago	$3,230

Rates not comparable

I read with concern the letter to the editor (Automotive News, April 20) by a GM dealer who questioned the difference between the GMAC floor-plan rate and the GMAC commercial paper rate.

The dealer asked why the GMAC floor-plan rate was 18.00 percent to 19.00 percent when the GMAC 30-day commercial paper rate was 11.50 percent to 12.50 percent; this spread of 6.50 percentage points (plus flat charges) led the dealer to conclude that this represented a 40 percent gross profit to GMAC.

GMAC's need for new funds fluctuates from day to day, therefore, on any particular day, the rates GMAC is willing to offer for new funds are not necessarily representative of general money market conditions.

For example, when additional operating funds are required, GMAC's commercial paper rates are competitive with other commercial paper issuers; conversely, when GMAC's needs diminish, the company will offer lower rates.

Using March, 1981 (the period cited by the dealer in his letter) as an example, the average daily cost to GMAC of new commercial paper borrowings ranged from a low of 12.93 percent on March 24, to a high of 16.51 percent three days later. The average rate paid for the entire month was in excess of 14.50 percent.

The true cost of the funds supporting wholesale financing is calculated by computing the average rate being paid on all short-term borrowings then outstanding, not by using the rates offered for new funds. In March, the average cost of GMAC commercial paper outstanding was approximately 15⅝ percent. Thus, what appeared to be a spread of 6.50 percentage points was, in reality, a difference of about 3.00 points.

This demonstrates that it is not meaningful to compare GMAC's wholesale financing rates and the rates offered for new commercial paper sales at any particular time.

GMAC's practice is to adjust wholesale financing rates on the 1st and 16th of the month. We believe that the semi-monthly adjustment of wholesale financing rates is a fair and reasonable approach considering the cyclical nature of short-term borrowing costs.

To provide equitable treatment both to dealers and GMAC, we adjust wholesale rates in the same manner for both increases and decreases in the prime rate.

I trust this demonstrates that GMAC does not achieve a gross profit of 40 percent on its wholesale financing service to dealers.—**Charles A. Krauss, Jr.,** director of public relations, General Motors Acceptance Corp., New York.

Model breakdown
Auction Averages

	MAY TO DATE	APRIL	MARCH
1981	$7,545	$8,014	$8,432
1980	5,560	5,872	5,698
1979	4,889	4,807	5,001
1978	3,845	3,748	3,681
1977	3,047	2,866	2,888
1976	2,219	2,144	2,226
1975	1,630	1,605	1,525
1974	1,448	1,358	1,347
Overall Average	$4,351	$4,116	$4,076

Silver anniversary

Hubert H. Hill, left, president of Hill Ford-Mercury, Inc., Portage, Wis., is presented a plaque commemorating 25 years as a Ford dealer by Pat Snook, district sales manager for the Milwaukee district, Ford Division.

Gallagher Buick builds

NEW BRITAIN, Conn. — Gallagher Buick has started construction of new sales and service facilities on a 3½-acre site at Columbus Blvd. and Pearl St. The 10,000-square-foot building is expected to be completed by early September.

used-car auction directory

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Big Three April, year-to-date truck sales

	1981	1980	Year to date 1981	Year to date 1980
Ford				
Vans	9,076	11,977	32,504	38,609
Club Wagon	2,400	2,738	8,615	9,426
Courier	5,377	6,346	24,174	29,028
Bronco	2,556	2,228	11,480	12,896
Conventional Pickups	36,557	39,925	147,547	171,121
Mediums	4,030	4,968	13,712	18,217
Heavies	850	1,287	2,891	5,465
Chevrolet				
Vans	8,610	7,653	29,371	35,723
Sportvan	1,367	1,512	4,968	6,990
LUV	7,888	7,756	29,191	35,454
El Camino	3,363	3,273	11,729	15,263
Blazer	2,431	1,538	7,558	9,701
Suburban	2,120	1,508	7,377	8,660
Conventional Pickups	39,120	33,803	142,767	158,878
Mediums	2,309	2,541	8,105	11,796
Heavies	7	223	18	946
Chrysler				
Vans	4,800	5,927	15,637	26,212
Voyager	527	615	1,794	2,570
Ram Wagon	2,133	1,815	6,451	7,574
Arrow	1,071	1,372	4,138	7,689
Ram D-50	3,032	2,807	12,140	15,862
Trail Duster	187	337	735	1,677
Ramcharger	605	514	2,125	3,676
Conventional Pickups	6,942	6,396	24,102	30,393
GMC				
Vans	2,823	1,934	7,666	9,000
Caballero	464	371	1,673	1,595
Jimmy	518	288	1,686	2,016
Suburban	480	290	1,766	1,589
Conventional Pickups	10,496	7,249	36,479	36,114
P models	444	405	1,186	1,449
Mediums	2,561	2,461	7,581	10,322
Heavies	1,498	1,875	4,973	7,606

Ford sales include Fiesta; VWoA includes VW and Porsche-Audi; Plymouth includes Arrow, Champ and Sapporo; Dodge includes Colt and Challenger; Fiat includes Lancia.

New-truck sales during April are highest since last July

Continued from Page 18

from 33,155 units in 1980 to 28,376, while the heavies dropped from 60,505 a year ago to 54,704, off 9.6 percent.

• Big Three truck builders reported that their dealers and factory outlets retailed 166,642 units in April, an increase of 1.7 percent over last year's 163,932.

The four-month total, however, was down 16.5 percent, from 733,517 units in 1980 to 612,139.

Chevrolet moved ahead of Ford in April for the first time since January, outselling the latter by almost 6,400 units in April. Through April, the Chevrolet total was 241,084, compared with 240,923 for Ford.

In April, Chevrolet dealers retailed 67,215 units, an increase of 12.4 percent over the year-earlier 59,807. The tital included 7,888 LUV compact pickups, up slightly from the year-ago 7,756.

For the four months, the Chevrolet total of 241,084 units was down 14.9 percent from last year's 283,411. LUV sales dropped from 35,454 in 1980 to 29,191.

Ford sales during the month were off 12.4 percent, from 69,469 last year to 60,846. Courier deliveries were down more than 1,000 units, from 6,346 in 1980 to 5,377.

The four-month Ford total of 240,923 sales was 15.4 percent lower than the previous years' 284,762. The Courier count dropped from 29,028 a year ago to 24,174 .

• Chrysler-Plymouth and Dodge dealers retailed 19,297 trucks during the month, off 2.5 percent from the year-ago 19,783 units. The total included 3,032 Ram 50 compact pickups and 1,071 Arrow compacts, compared with 2,807 and 1,372 a year ago.

The four-month Chrysler total was 67,122, a decline of 29.8 percent from the year-earlier 95,653. Ram 50 sales dropped from 15,862 to 12,140, and the Arrow count was down from 7,689 to 4,138.

April was the best month for GMC in the last 19 with sales totaling 19,284 units, an increase of 29.7 percent over last year's 14,873. The four-month total, however, was off 9.6 percent, from 69,691 in 1980 to 63,010.

Jeep dealers retailed 5,696 of the four-wheel-drive vehicles in April, an increase of 4.4 percent over last year's 5,455. Through April, the total was 18,444 units, down 37.5 percent from the year-ago 29,494.

Volkswagen's April sales were almost 20 percent higher than a year ago, rising from 2,778 to 3,324. The four-month count was up 45.3 percent, from 8,281 units in 1980 to 12,036.

Mercedes-Benz dealers retailed 336 of the mid-range diesel trucks during the month, a decline of 8.2 percent from last year's 366. The four-month total was off 1.4 percent, from 1,246 a year ago to 1,229.

• Sales of the Toyota and Mazda compact pickups were higher for the month, while the Datsun total was down from a year ago.

Toyota dealers retailed 9,974 units in April, up 1.4 percent from last year's 9,837. But the four-month total was down 18 percent, from 51,161 units last year to 41,161.

Datsun's April total was off 6 percent, from 10,483 units a year ago to 9,853. Through April, however, the count was 41,794 units, an increase of almost 2 percent over the year-earlier 41,031.

Mazda sales were up for both the year and the month. During the month, 1,363 units were retailed, a gain of 151.5 percent over last year's 542. The four-month total of 4,763 units was 45.3 percent higher than the year-ago 3,277.

Makers should share dealers' risks, he says

Mullane urges 60-day free flooring

STOWE, Vt.—In the face of escalating interest rates, Ed Mullane, president of the Ford Dealers Alliance, has called for 60-day free floor planning by manufacturers for dealers to solve the increasing problem of interest rates and inventory.

Speaking at a meeting of the Vermont Automobile Dealers Assn. here, Mullane stressed that he was calling for "true 60-day free floor-planning by camouflage, without Mickey Mouse options and without any leveraging of our money."

Mullane said this type of free flooring would force the manufacturer to accept responsibility for the product.

"If he's built the car the market wants and priced it right, he has no problem," Mullane said. "If he hasn't . . . isn't it right that he, not the dealer, gets stuck with the turkey?"

In giving his rationale for the proposal, Mullane said "the full threat of that sword of Damocles hanging over our head has been revealed . . . the high cost of money—18 to 20 percent interest rates."

The industry economics, he said, was based in part on 6-percent interest. "We can't survive at 20 percent interest—not under the present franchise system," he said.

Record numbers of dealers, confronted with dropping sales, are going out of business, he said, forcing a change in the way business is conducted.

It will mean more affiliations between auto companies, and the retail sector will also undergo change, he said.

He stressed that dealers have no voice in pricing or the product.

Mullane said that under the Ford sales agreement, the company has the obligation to make available marketable, competitively priced products.

"When the company imposes a responsibility for sales upon a dealer," he said, "the law implies a correlative obligation upon the company to provide competitive products in a timely fashion to enable the dealer to meet his obligations. We think we're entitled to redress . . . in a number of ways."

With the 60-day free floor planning, Mullane said the factory would assume its responsibility for product.

"After all," he said, "the dealer has no input into the styling, the product quality, the model mix or the pricing. Why should we have to gamble? If the manufacturer wants to make these decisions, then let him take the risk."

Mullane said there are precedents for 60-day free flooring. White Motor Corp. tractor dealers, he said, get their products on consignment for eight months.

"Ford heavy-duty dealers get 120 days' floorplan assistance and General Electric sells refrigerators and ovens with a 90-day free consignment. How come these are affordable?" he asked.

Mullane said these examples counter what he assumed would be the factory argument—that it could not afford this concept.

Longo 500 queen and her court

Longo Toyota, El Monte, Calif., is graced by the winner and runners-up of its Miss Longo 500 Queen promotion, plus a Formula race car complete with race theme decorations. Miss Longo 500 for 1981 is Jammie Schreck, center, Orange, Calif. With her are, from left: Dianna Varie Valdez, El Monte; Loretta Giese, Los Angeles; M. Jay Jefferson, Los Angeles, and Judi Evans, Monterey Park.

Early-May car sales plunge to 23-year low

By Jenny L. King
Staff Writer

In the first 10 days of May, the domestic auto makers recorded their lowest daily selling rate since early January, and sales for the period were lowest in 23 years.

First-period May sales totaled only 134,823 units, down 5.29 percent from the year-ago count of 142,352, and the poorest since the 123,345 new cars sold during the period back in 1958.

There were eight selling days this year compared with nine a year ago, yielding a daily selling rate of 16,853, up 6.55 percent from 15,817 last year. For this year, the 16,853 topped only the 16,005 average for Jan. 1-10.

Two of the domestic auto makers reported sales increases on a year-to-date basis; there were three increases on a daily-rate basis. Chrysler kept up its forward movement with a sales jump of 23.38 percent, to 15,662 from 12,694 in 1980. That was an increase of 38.87 percent on a daily-rate basis.

Ford, too, enjoyed improved sales, climbing 8.87 percent, to 33,356 from 30,638 last year (up 22.50 percent on a daily-rate basis). The company's Escort was the top-selling nameplate for the period, and its recently introduced EXP and LN7 sport coupes were beginning to pull their weight. The EXP outsold Dodge Aries for the period. EXP sales were 2,101 compared with Aries' 1,799.

Estimated sales of American Motors passenger cars totaled 3,600, off 7.69 percent from 3,900 a year ago, but up 3.93 percent on a daily-rate basis.

• General Motors sales plunged 13.19 percent, to 79,600 from 91,695 last year. They were off 2.34 percent on a daily-rate basis. Volkswagen of America reported a 23.94-percent decline, to 2,605 from 3,425 (down 14.44 percent daily-rate).

GM's share of the early-May market slipped back to 59.04 percent from 64.41 percent last year. Ford climbed to 24.74 percent from 21.52 percent. Chrysler earned 11.62 percent, up from 8.92 percent. AMC sales accounted for 2.67 percent of the market, down from 2.74 percent, and VWoA had 1.93 percent, down from 2.41 percent.

On a year-to-year basis, seven U. S. makes were up for the period. Plymouth was 45.54 percent ahead of last year; Mercury was up 28.98 percent; Oldsmobile was up 25.08 percent; Dodge was up 22.49 percent; Cadillac was up 7.99 percent; Ford was up 3.87 percent, and Lincoln was up 1.70 percent.

Chevrolet reported a 32.01-percent decline from a year ago. Pontiac was down 24.07 percent; Chrysler dipped 18.99 percent, and Buick fell 10.85 percent.

The top five nameplates for the period were: Ford Escort at 7,057, Oldsmobile Cutlass at 6,526, Chevrolet Chevette at 6,157, Cutlass Supreme at 6,125, and Chevrolet Citation at 4,849.

Year-to-date sales totaled 2,401,016, down 5.18 percent from 2,532,182 in 1980.

DOMESTIC SALES

	May 1-10, 1981	May 1-10, 1980
AMERICAN MOTORS ..	3,600†	3,900†
Chrysler	2,308	2,849
Imperial	188	.....
Plymouth	6,989	4,802
Dodge	6,177	5,043
CHRYSLER CORP.	15,662	12,694
Ford	23,616	22,737
Mercury	8,061	6,250
Lincoln	1,679	1,651
FORD MOTOR	33,356	30,638
Buick	15,142	16,985
Cadillac	5,056	4,682
Chevrolet	25,301	37,215
Oldsmobile	23,376	18,689
Pontiac	10,725	14,124
GENERAL MOTORS	79,600	91,695
VOLKSWAGEN	2,605	3,425
INDUSTRY TOTAL	134,823	142,352

†—Estimate.

Auto history post goes to Sandula

DETROIT. — Margaretta Sandula has been named curator of the National Automotive History Collection of the Detroit Public Library, succeeding the late James Bradley.

Sandula joined the library staff in 1965 and most recently served as first assistant in the Sociology and Economics Department.

GMAC appoints

NEW YORK.—David W. Molenaor has been appointed regional manager for General Motors Acceptance Corp. with headquarters in Lexington, Mass. He formerly was president of GMAC of Canada, Ltd.

Cadillac V-8-6-4 problem diagnosed by chief engineer

Continued from Page 3

said the three-way catalyst feedback control system used on the vehicle cannot meet the CO emissions standards during the transition stages when the engine switches modes. The company said that granting the waiver would have given it time to further refine the electronic controls and the catalyst technology for the fuel-efficient variable displacement concept so it would meet the 3.4 gpm standard in the future.

The EPA refused the request and, according to a GM spokesman, recalibrations were made in the amount of fuel economy gain the engine would provide to bring it to the 3.4 gpm. Originally, GM had projected the V-8-6-4 engine would provide a 7 percent increase in fuel economy, but some customers and dealers report no increase in fuel economy.

• According to Templin, the EPA is supposed to reply to a waiver request within 60 days, but did not respond to the Cadillac question for 101 days. He said the EPA verbally OK'd the waiver, but when the letter came in June, 1980, it was not granted.

Cadillac then decided to produce a new engine for the 1982 model year which would be fuel-efficient. According to sources, the new engine is an aluminum-alloy small V-8 that may be turned into a V-6 in the future.

With the rough ride complaints about the V-8-6-4, customers have said some dealers are telling them how to unhook the system, allowing the cars to run on all eight cylinders eliminating the change in modes.

According to a Cadillac spokesman, "disabling any design feature in the Cadillac is construed as a vehicle alteration. Altered vehicles as such are not warranted by Cadillac."

However, he said Cadillac would judge each vehicle in question to see if the alteration had affected the car or if workmanship or something else caused the problem for which the customer was seeking warranty coverage.

Dodge-Mazda deal fined in Washington

OLYMPIA, Wash. — Doug's Lynnwood Dodge/Mazda has been fined $300 for two violations of state law, according to John Gonsalez, director of the State Department of Licensing.

Ikegami Enterprises, Inc., doing business as Doug's Lynnwood Dodge/Mazda, was cited on two counts of failure to promptly transfer vehicle titles to retail buyers and for not having the title to one of the vehicles sold. State law requires that dealers transfer title to retail buyers within 10 days.

Volvo contemplates assembly of its trucks in U. S. plants

Continued from Page 18

ing the agreement in principle reached in March.

Under the Volvo proposal, it would acquire White's manufacturing facilities at New River Valley, where White and White Western Star trucks have been assembled; Ogden, Utah, where the Autocar is built, and Orrville, O., where the cabs and other components are produced.

Terms of the transaction were not announced, but a White spokesman noted that the contemplated price is "significantly below" the book value of the assets.

White earlier disposed of its farm-equipment operations worldwide and its truck operations in Canada and Australia. It will continue, through subsidiaries, the operations of the finance companies in the U.S. and Canada.

"Completion of this sale will assure a continuation of the White family of heavy-duty trucks in the marketplace and strengthen White's distribution network," said Wallace B. Askins, White chairman. "It will be another very important step in White's Chapter 11 reorganization proceedings."

The sale is subject to negotiation of definitive contracts, approval by directors of both firms and approval by the U. S. bankruptcy court in Cleveland, where White has been in Chapter 11 proceedings since last September.

Volvo's Langenius said it is anticipated that a contract will be signed by early June and that the purchase will take place after its approval by the bankruptcy court.

• Under the terms of the Freightliner sales contract, the amounts to be paid by Daimler-Benz, on closing and in future installments, have an estimated current value of more than $260 million, with the exact amount subject to a detailed audit by representatives of both companies.

Originally, the amounts to be paid by Daimler-Benz had been placed at about $225 million.

The CF companies being sold to the West German firm are Freightliner, headquartered in Portland, Ore., and its subsidiaries—Freightliner Market Development Corp., Portland, and Freightliner of Canada, Ltd., Vancouver, B. C.; Freightliner Financial Services, Ltd., Vancouver, and Freightliner Credit Corp. and Consolidated Metco, Inc., both of Portland.

Not included in the transactions are Road Systems, Inc., CF trailer-building subsidiary in Fontana, Calif., and the Freightliner factory at Chino, Calif., which ceased production in July 1980.

1.3 million new cars in stock

Inventory rises to 66-day supply

Continued from Page 1

day supply of domestic subcompacts, up from 37 days a month earlier. The 66-day supply of compacts compared with a 39-day figure on April 1, while intermediates jumped to 74 from 46½. Standards dropped to 65 days from 67, and luxury units dipped to 56½ from 60.

The May 1 inventory was divided this way among the size classes: Subcompact, 19.42 percent; compact, 27.78 percent; intermediate, 31.95 percent; standard, 14.64 percent, and luxury, 6.21 percent.

A month earlier, the inventory was divided as follows: Subcompact, 17.52 percent; compact, 28.82 percent; intermediate, 31.15 percent; standard, 15.71 percent, and luxury, 6.80 percent.

The May 1 days supply figures by market class were:

Subcompact—Bobcat, 32; Monza, 38; Sunbird, 41; Chevette, 43½; T-1000, 52; Spirit, 54; Omni, 56; Pinto, 56; Lynx/LN7, 56; Escort/EXP, 59; Horizon, 62½, and Rabbit, 72.

Compact—Aspen, 22; Volare, 24; Eagle, 37; Skylark, 44; Capri, 53; Reliant, 54½; Concord, 57; Aries, 57; Zephyr, 61; Firebird, 62; Camaro, 63; Omega, 64½; Fairmont, 68; Mustang, 71; Phoenix, 95, and Citation, 111.

Intermediate—Cutlass, 42; Century, 57; Malibu, 61; LeMans, 67; LeBaron, 71; Diplomat, 75; Regal, 76; Supreme, 77; Cordoba, 78½; Monarch, 79; Granada, 84; Mirada, 88; Grand Prix, 110; XR-7, 113; Thunderbird, 114, and Monte Carlo, 127.

Standard—St. Regis, 35; Olds 98, 41; Gran Fury, 41; LeSabre, 48; Olds 88, 49; Chrysler, 50; Electra, 57; Mercury, 76; Chevrolet, 80½; Ford, 85, and Pontiac, 89.

Luxury—Corvette, 50; Riviera, 51; Lincoln, 53; Eldorado, 53½; Cadillac, 54; Toronado, 61; Mark VI, 65; Seville, 77, and Imperial, 81½.

NEW-CAR STOCKS

New-car days-supply figures, U.S. makes

	May 1, 1981	April 1, 1981	May 1, 1980
Spirit	54	51	69
Concord	57	41½	57
Eagle	37	59	152
AMERICAN MOTORS	48	49	77
Horizon	62½	41	90½
Reliant	54½	35	....
Volare	24	47	150
Gran Fury	41	83	59½
Plymouth	56	39	141
Imperial	81½	95	....
LeBaron	71	57	101½
Cordoba	78½	71	165
Chrysler	50	36	178
Chrysler	70	61½	135
Omni	56	45	92
Aries	57	36	....
Aspen	22	51	178
Diplomat	75	65	127
Mirada	88	91	139½
St. Regis	35	70	80
Dodge	58	45	122
CHRYSLER CORP.	58½	45	121
Escort	59	47	....
Pinto	56	42	110
Mustang	71	37	88
Fairmont	68	42	60
Granada	84	55	123
Thunderbird	114	40	159
Ford	85	76	100
Ford	70	49	93
Lynx	56	57	....
Bobcat	32	....	100
Capri	53	36	87
Zephyr	61	38	63
Cougar	79	45	102
XR-7	113	46	150
Mercury	76	64	96
Mercury	65	50	92
Lincoln	53	32	94
Mark VI	65	39	97
Lincoln	59	36	94½
FORD MOTOR CO.	68	49	93
Skylark	44	26	23½
Century	57	68	54
Regal	76	35	81
LeSabre	48	53	104
Electra	57	72	120
Riviera	51	65	93½
Buick	57	42	67
Seville	77	90½	88
Cadillac	54	68	93
Eldorado	53½	63	63
Cadillac	56	69	85
Chevette	43½	15	37
Monza	38	25½	48
Citation	111	40	34
Camaro	63	37½	94
Malibu	61	65	79
Monte Carlo	127	44½	125
Chevrolet	80½	87	127
Corvette	50	60	53
Chevrolet	76	40	66½
Omega	64½	30	28
Cutlass	42	41	45
Supreme	77	28	61½
Olds 88	49	50	77
Olds 98	41	44	87
Toronado	61	57	81
Oldsmobile	56	36	58
T-1000	52	....	....
Sunbird	41	19	35
Phoenix	95	40	26
Firebird	62	42	97
LeMans	67	64	85½
Grand Prix	110	42½	101
Pontiac	89	71	104
Pontiac	82½	49	72
GENERAL MOTORS	67	39	66½
VOLKSWAGEN	72	64	28
TOTAL	66	44	76

Anniversary dealers

Delbert O. Childers, left, owner of Childers Chevrolet Co., Nitro, W. Va., and Joseph B. Holland, right, owner of Joe Holland Chevrolet, Inc., South Charleston, W. Va., receive Chevrolet's 25-year dealer plaque. Presenting the anniversary awards is Lester P. Schinzing, Charleston zone manager for Chevrolet.

Chevy extends LUV bonus, adds truck incentive

By Joseph Bohn
Marketing Editor

Chevrolet has begun another dealer incentive program on light-duty pickup trucks and has extended its LUV consumer rebate in an effort to generate dealer orders and retail sales in the slow-moving truck market.

The newest program is called "Chevrolet's Truck Extravaganza." It runs from May 11 to June 10 and covers '80s and '81s.

Payments to dealers are based on the C (two-wheel-drive) and K (four-wheel-drive) pickups and chassis cabs, in the 10-30 series.

Payments to dealers are as follows: 0-19.9 percent of objective pays nothing; 20-39.9 percent pays $100 per unit; 40-59.9 percent pays $150 per unit; 60-79.9 percent pays $200 per unit; 80-99.9 percent pays $300 per unit and 100 percent and over pays $500 per unit.

The payments are nonretroactive.

Chevrolet also extended its $350 consumer rebates on Series 11 (1981) LUV pickups through May 31. The earlier program had covered both series 10 and 11 LUVs and was to have ended May 8. Series 10 (1980 models) was dropped from the extension.

As previously reported, Chevrolet also has a sales managers' cash incentive on light-duty trucks, paying from $500 to $3,000, depending on the manager's objective, and a $50 override on each unit once he reaches it.

This program covers '80 and '81 pickups and runs through May 31.

Allegheny eyes robot field with French connection

PITTSBURGH. — Allegheny International, formerly Allegheny Ludlum Industries, said it is going into the industrial robot business.

The company is making its entry into that fast-growing aspect of manufacturing from two angles.

It is talking with a privately held French firm, Sciaky, SA, about a licensing agreement under which it will build Sciaky robots. It also is negotiating to buy 53 percent of Sciaky Brothers, Inc., of Chicago.

The French company is a leading developer of robots, including types used on automotive assembly lines. The Chicago operation markets automated welding equipment.

Allengheny changed its name in April. It primarily is a producer of stainless steel and steel alloys.

Labor crisis solved at last minute

Sweden barely escapes shutdown

By Stig Bjorklund
Staff Correspondent

GOTHENBURG, Sweden. — Sweden was threatened with a devastating national labor conflict last week, but escaped relatively unscathed.

Volvo lost 4,000 cars, with 11,000 workers laid off for a week and Saab-Scania escaped with only some problems in car shipping. A strike did affect aircraft production.

Auto production, shipping and all industry were threatened with a complete shutdown, but a settlement was reached just three hours before the general strike was scheduled to take effect.

It all started when the confederation of 21 unions representing some 550,000 white-collar workers didn't agree with the Swedish Employers Confederation about salary terms for the coming two years.

The basis was there in the shape of a February deal for the Swedish Trade Union Confederation, a deal always used as an example for other branches. But the problem was that since then the blue-collar workers of the STUC had already had their salaries "topped" by local employers to what in Sweden is referred to as "salary gliding."

White-collar workers wanted compensation for this in their two-year deal, and when the employers' confederation refused to give this compensation, they decided to show their strength to get something done.

Office workers at five of Sweden's biggest and most profitable companies, including Volvo, were picked out for a strike from May 5. The employers reacted by locking out even more people—and at Volvo 11,000 "innocent" production workers were sent home with nothing more than a promise of advance money to live on instead of their regular pay checks. The ones still working would get nothing at all, once the conflict, as could be expected, hit even them.

Following a traditional Volvo pattern, more than 1,000 angry truck and spare part workers in Gothenburg marched up to the head office with posters saying "This time Volvo has to pay" and shouting slogans like "Lay off Mr. Gyllenhammar."

In the meantime, the fighting confederations agreed to let a mediating committee try to solve their dispute. Finally, after three rounds and with just three hours to go, a deal was reached.

White-collar workers got a general wage raise of 8.8 percent, rather like the blue-collar workers already had. On top of that, they also got a guarantee for an extra 1.6 percent in 1983, should blue-collar workers by that time have had a "wage gliding" of 8 percent or more from the February, 1981, basis.

"It is a deal we really can't afford, but the alternative was just so much worse," said the chairman of the Swedish Employers Confederation.

With everybody going back to work and with Volvo paying checks for the laid-off production workers as a generous gesture, all at last ended well.

House group has questions on effects of deregulation

WASHINGTON. — The Reagan Administration's auto deregulation program will be the subject of intensive questioning Wednesday and Thursday by a House Government Operations Subcommittee headed by Rep. John L. Burton, California Democrat.

Transportation Secretary Drew Lewis, who headed the Auto Task Force which made the major White House deregulation announcement, will be the leadoff witness. Ray Peck, new NHTSA head, has also been asked to appear.

Although the witness list is not yet certain, invitations have gone to the domestic auto companies, major Japanese auto companies, the Manufacturers of Emissions Control Assn., the Insurance Institute for Highway Safety, the American International Automobile Dealers Assn. and a spokesman for the White House Office of Management and Budget.

Burton said the purpose of the hearing is to explore the likely effects of the deregulation and further actions considered by the Administration to help the industry and workers other than the recent voluntary Japanese import restraints.

This also includes the position taken against continuation of two provisions of the "smog conspiracy" consent decree recently remanded to a California district court.

The subcommittee is expected to ask what assurances the Administration has from the auto industry that savings from less regulation will be passed on to consumers or used to make needed investments to help the industry regain its competitive position in the world market.

NHTSA asks end of free plugs for Car Book

Continued from Page 2

safety campaign would be conducted not only by way of the mass media but through local jurisdictions and civic groups as well.

"We're going to be talking to judges, lawyers and educators," he said, "trying to get across to them the value of seat-belt usage and that it is negligent of vehicle occupants not to use them.

"Who knows," he said, "we may even have safety messages put in fortune cookies."

"We want to get to the point where people say . . . I am sick of hearing about using my seatbelt; I'll put it on," Pinto said.

The Car Book meanwhile still will continue to be sent to those requesting it, which about 6,000 to 7,000 people do each week. The safety agency has about 700,000 left.

Whether it will be republished when the current supply is gone remains to be seen.

Pinto said the safety agency is aware of the requirement that it publish some comparative data on automobiles but noted that if the Car Book is continued "it will be in a vastly different format." He would not elaborate.

Makers build 174,356 cars for week

Auto output highest in 17 months

By Patricia Hoffman
Staff Writer

U. S. auto production last week reached it's highest point for any week since December, 1979, and output took a 64 percent jump over the comparable 1980 week's total.

The auto makers slated 174,356 units for last week, up 21.21 percent from the 143,849 completed in the previous week, and up substantially from the 106,064 units assembled in the comparable week last year.

Breakdown for the week by company is: General Motors, 63.10 percent; Ford Motor, 21.04 percent; Chrysler Corp., 11.70 percent; Volkswagen of America, 2.33 percent; American Motors, 1.72 percent and Checker Motors, 0.06 percent.

So far this year, the auto makers have completed 2,571,372 units, a drop of 3.18 percent from the 2,655,902 cars completed in the comparable period last year.

Chrysler scheduled Saturday overtime last week at its Belvidere, Jefferson and Newark assembly points.

The three Chrysler plants are also slated to work two daily nine-hour shifts this week.

General Motors scheduled Saturday overtime on nine lines in seven plants last week. Two lines at the company's Flint and Lansing plants worked Saturday. Both build the intermediate and full-sized cars.

Other GM plants working overtime were Pontiac, Framingham, Oklahoma City, Tarrytown and Wilmington. Pontiac and Framingham also build intermediate and full-size cars, while Oklahoma City and Tarrytown assemble the X-cars and Wilmington, the Chevette.

In addition, for the second consecutive week, GM will cut one shift at its Cadillac Detroit plant, idling 1,900 hourly workers.

Ford expects second quarter to be near break-even point

By Edward Lapham
Financial Editor

DETROIT. — Ford Motor Co. expects its second-quarter performance to be "near breakeven," Chairman Philip Caldwell announced at the company's annual meeting.

Caldwell said "the seeds for the future success" of Ford "have already been sown" and he expects a "sharp improvement" over the six consecutive quarters of after-tax losses reported by the auto maker, beginning with the October-December period in 1979.

He told a press conference following the annual meeting that he thinks U. S. car sales this year will total 9.5 or 9.6 million units (including imports) compared with a 9.9-million-unit rebate-aided rate in the first quarter. Sales last year were 8,973,000.

He said a near-term reduction in interest rates would improve the outlook, and that as yet the company hasn't noticed any "significant" car sales fallout due to the rising rates. He said he expects 12.5 million car and 4.0 million truck sales annually by 1985.

Caldwell also told the press conference the company probably will not have to borrow any money to meet its targeted $4.0 billion capital spending program this year. He said that, unlike General Motors, Ford has not considered deferring any expenditures.

The three-hour-four-minute annual meeting itself was a relatively calm, dull affair, punctuated by a handful of the usual product complaints and intermittent semi-relevant comments from a familiar cast of gadflies.

All of the company-nominated directors, including first-time candidates John B. Connally, former Texas governor and Nixon Administration official, and Michael D. Dingman, Wheelabrator-Frye chairman, were elected.

The single shareholder proposal, submitted by Evelyn Y. Davis, would have required disclosure of certain information about corporate employment of male secretaries and clerks. It was defeated, receiving just 1.61 percent of votes cast.

It also was disclosed at the annual meeting that corporate advertising expenditures last year totaled $335 million.

Truck production tops 40,000; up 10 pct. for week

U. S. truck production last week rose above the total for previous week and comparable 1980 week. Year-to-date, however, output continues to stay below last year's level.

The truck makers slated 40,160 units last week, up 10.32 percent from the 36,402 trucks completed in the previous week, and up 29.09 percent from the 31,111 assembled in the comparable 1980 week.

So far this year, the makers have completed 675,965 units, a drop of 2.88 percent from the 696,006 trucks assembled in the comparable period last year.

International Harvester's Springfield assembly plant, down since April 27, resumed operations last month.

Chrysler Corp.'s Warren truck assembly plant will work a single nine-hour day shift this week.

Beginning June 8, GMC's Pontiac point (heavy-duty trucks) will boost its daily output on one shift from 53 to 76 units.

The plant's assembly line building Brigadier models will increase production from 28 to 44 units a day, and line speed for GMC's Astros and Generals will increase from 25 to 32 units daily.

General Motors will close its light truck and Blazer Suburban lines at the Chevrolet truck plant in Flint for one week starting today (May 18) to balance inventories, affecting 5,500 hourly workers.

Canadian holiday trims production of cars, trucks

With all but one Canadian assembly plant down for the Victoria Day holiday last Friday May 15, Canadian car and truck output fell below the previous week's total. General Motors' St. Therese car point in Quebec was the only assembly plant working five days last week.

The Canadian makers slated 19,838 cars during the shortened holiday week, down 14.84 percent from the 23,296 units completed in the previous week, but up 20.72 percent from the 16,433 assembled in the comparable 1980 week.

So far this year, the auto makers have built 325,833 units, down 6.38 percent from 348,033 in the comparable period last year.

Canadian truck production last week was slated at 11,245, a drop of 16.47 percent from the 13,463 units completed in the previous week, but up 6.05 percent from the 10,603 assembled in the comparable week last year.

Year-to-date, the truck makers have produced 216,292 trucks, down 2.95 percent from 222,863 built in the comparable period last year.

All Canadian car and truck assembly points, except the St. Therese car plant, were down May 15, and will continue down today (May 18) because of the Victoria Day holiday. Operations are slated to resume at all plants tomorrow.

U. S. CAR PRODUCTION

	Week Ended May 16, 1981	Week Ended May 17, 1980	Week Ended May 9, 1981	May to Date	Jan. 1 to May 17, 1980	Jan. 1 to May 16, 1981
AMERICAN MOTORS	3,000*	.....	2,700*	6,160*	71,497*	40,854*
AMX	.....	.....	.....	.....	.....	.....
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
Pacer	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	20,400	16,000	18,284	42,395	257,742	317,944
Plymouth Total	11,800	7,150	10,578	24,239	118,230	160,855
Horizon	4,100	3,350	4,271	9,098	62,913	60,676
Reliant	7,700	.....	6,307	15,118	.....	90,592
Volare	.....	2,900	.....	.....	43,409	.....
Caravelle	.....	400	.....	23	2,620	2,139
Gran Fury	.....	500	.....	.....	9,288	7,448
Chrysler Total	.....	2,250	.....	271	33,177	22,098
LeBaron	.....	1,900	.....	271	25,169	17,236
Chrysler	.....	350	.....	.....	8,008	4,862
Dodge Total	8,600	6,600	7,706	17,885	106,335	134,991
Omni	3,600	2,750	3,437	7,629	55,770	46,725
Aspen	.....	2,300	.....	.....	31,193	.....
Aries	5,000	.....	4,269	10,185	.....	71,940
Diplomat	.....	1,050	.....	71	11,757	12,644
St. Regis	.....	500	.....	.....	7,615	3,682
FORD MOTOR	36,681	17,291	32,730	76,390	523,220	543,785
Ford Division	24,251	12,095	22,008	51,043	379,683	375,285
Escort	6,759	.....	6,869	14,957	.....	145,505
Pinto	.....	.....	.....	.....	38,598	.....
Fairmont	5,940	6,301	6,170	13,236	109,920	79,244
Must./Must. II	4,365	3,839	4,123	9,394	105,040	58,987
Granada	2,660	.....	213	3,416	29,515	29,825
Thunderbird	2,140	.....	2,196	4,813	58,317	28,076
Ford	2,387	1,955	2,437	5,227	38,293	33,648
L-M Division	12,430	5,196	10,722	25,347	143,537	168,500
Mercury Total	10,380	5,196	8,672	20,878	128,692	143,308
Bobcat	.....	.....	.....	.....	8,276	.....
Lynx	2,301	.....	2,309	5,073	.....	50,163
Capri	1,936	1,628	1,980	4,227	30,982	19,225
Zephyr	2,103	2,339	1,882	4,273	36,628	22,221
Cougar/Monarch	1,666	.....	140	2,135	8,944	14,941
XR-7	1,078	.....	1,048	2,297	20,978	11,808
Mercury	1,296	1,229	1,313	2,873	22,884	24,950
Lincoln Total	2,050	.....	2,050	4,469	14,845	25,192
Lincoln	1,025	.....	1,025	2,234	5,410	12,145
Mark VI	1,025	.....	1,025	2,235	7,574	13,047
Versailles	.....	.....	.....	.....	1,861	.....
GENERAL MOTORS	110,015	67,004	85,664	215,952	1,722,211	1,593,155
Buick Division	21,282	14,489	20,889	46,456	340,516	369,616
Skylark	5,697	4,414	5,600	12,411	91,621	100,853
Century	2,794	4,060	2,901	6,564	74,562	72,231
Regal	7,684	4,860	7,153	16,194	87,865	107,379
Buick	3,742	.....	3,875	8,271	65,370	65,784
Riviera	1,365	1,155	1,360	3,016	21,098	23,369
Cadillac Division	6,337	3,717	4,261	11,826	90,908	109,853
Cimarron	125	.....	197	343	.....	522
Seville	461	625	464	1,014	16,682	11,567
Eldorado	1,472	1,075	1,480	3,243	23,510	25,925
Cadillac	4,279	2,017	2,120	7,226	50,716	71,839
Chevrolet Division	42,013	31,925	31,557	80,526	721,119	560,274
Chevette	8,569	8,910	6,112	16,250	179,774	123,999
Cavalier	2,991	.....	1,817	5,137	.....	8,337
Monza ('80)	.....	4,130	.....	.....	65,512	.....
Camaro	3,795	.....	2,644	6,949	53,614	51,253
Citation	8,715	10,345	7,293	17,488	187,552	141,124
Malibu	8,416	6,270	6,528	16,262	110,408	104,585
Monte Carlo	4,327	1,470	3,145	8,180	49,400	54,153
Chevrolet	4,800	.....	3,698	9,460	56,759	64,835
Corvette	400	800	320	800	18,100	11,988
Oldsmobile Division	24,815	8,939	15,290	45,161	331,084	374,481
Omega	3,295	2,209	2,677	6,721	48,409	60,153
Cutlass	13,174	5,905	11,775	27,590	162,678	185,212
Oldsmobile	7,176	.....	.....	8,575	101,828	109,377
Toronado	1,170	825	838	2,275	18,169	19,739
Pontiac Division	15,568	7,934	13,667	31,983	238,584	178,931
Acadian†	370	790	378	829	10,673	8,747
J2000	2,250	.....	1,542	4,069	.....	8,083
Sunbird ('80)	.....	3,230	.....	.....	59,628	.....
T1000	2,596	.....	2,300	5,447	.....	22,915
Firebird	2,285	.....	1,945	4,530	36,512	22,496
Phoenix	2,955	3,238	2,999	6,446	54,662	46,799
Grand Prix	2,889	.....	2,672	6,205	23,968	39,955
LeMans	1,863	676	1,440	3,658	22,658	24,044
Pontiac	360	.....	391	799	30,483	5,892
VOLKSWAGEN	4,160	5,684	4,371	9,369	79,984	74,801
CHECKER	100*	85*	100*	200*	1,248	833*
Total Cars, U. S.	174,356	106,064	143,849	350,466	2,655,902	2,571,372

CANADIAN CAR PRODUCTION

	Week Ended May 16, 1981	Week Ended May 17, 1980	Week Ended May 9, 1981	May to Date	Jan. 1 to May 17, 1980	Jan. 1 to May 16, 1981
AMERICAN MOTORS	720	.....	730	1,587	.....	11,973
CHRYSLER CORP.	.....	.....	1,862	2,234	26,149	12,410
FORD MOTOR	7,624	6,048	7,284	16,392	100,332	79,822
GENERAL MOTORS	11,269	10,160	13,173	27,092	217,177	217,500
VOLVO	225	225	247	517	4,375	4,128
Total Cars, Canada	19,838	16,433	23,296	47,822	348,033	325,833
N. American Cars	194,194	122,497	167,145	398,288	3,003,935	2,897,205
N. American Trucks	51,405	41,714	49,865	110,239	918,869	892,257
North American Cars and Trucks	245,599	164,211	217,010	508,527	3,922,804	3,789,462

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

TRUCK PRODUCTION IN U. S.†

	Week Ended May 16, 1981	Week Ended May 17, 1980	Week Ended May 9, 1981	May to Date	Jan. 1 to May 17, 1980	Jan. 1 to May 16, 1981
CHEVROLET	13,480	8,300*	11,228	26,366	225,664	222,114
DODGE/PLYMOUTH	2,900	3,800	2,471	5,862	58,471	34,019
FORD	15,876	10,032	14,399	33,320	252,218	243,074
GMC	2,459	3,396	3,896	6,852	69,030	73,138
INTERNATIONAL	1,415	2,820	336	1,868	9,325	27,434
VOLKSWAGEN	1,040	812	1,082	2,328	11,293	18,275
MACK	.....	620	.....	.....	10,972	.....
JEEP	1,500*	.....	1,500*	3,300*	35,833*	33,486*
AMC CORP.	90*	284*	90*	198*	3,286*	1,625*
WHITE	.....	147	.....	.....	3,054	.....
MISCELLANEOUS	1,400*	900*	1,400*	3,080*	16,860*	22,800*
Total Trucks, U. S.	40,160	31,111	36,402	83,174	696,006	675,965

CANADIAN TRUCK PRODUCTION

	Week Ended May 16, 1981	Week Ended May 17, 1980	Week Ended May 9, 1981	May to Date	Jan. 1 to May 17, 1980	Jan. 1 to May 16, 1981
CHRYSLER CORP.	2,000	1,040	2,071	4,472	15,399	27,717
FORD MOTOR	3,568	3,148	4,503	8,640	77,104	66,396
GENERAL MOTORS	5,432	4,980	6,642	13,411	112,275	117,410
AMERICAN MOTORS	.....	880	.....	.....	10,257	.....
INTERNATIONAL	245	440	247	542	5,512	4,769
MACK	.....	50	.....	.....	1,065	.....
WHITE	.....	65	.....	.....	1,251	.....
Total Trucks, Canada	11,245	10,603	13,463	27,065	222,863	216,292
N. American Trucks	51,405	41,714	49,865	110,239	918,869	892,257

†—Now includes window van production. *—Estimated.
Jeep includes commercial vehicles only. AM General includes government-destined vehicles.
AM General will no longer be figured in with North American trucks.